



Inside Sales Executive

As an Inside Sales Executive you will play a pivotal role in building sales pipeline by assessing potential business opportunities as well as identifying opportunities within our existing customer base and build the relationship with them to further develop and grow business opportunities.

You will work closely with the senior sales team identifying new business opportunities for them, target accounts and gathering market intelligence and support the team by generating a good pipeline of well qualified opportunities for the Business Development team to follow up in person.

CANDIDATE PROFILE

It is a given that you will be a **self-motivated** and **target driven** individual as success in this role is measured in terms of monthly/quarterly quotas for calls and face to face meetings booked. You will thrive in an individual target driven environment but will have a strong **team-player ethos** too.

You will either be a graduate with a drive to succeed or you may have 18 months' record of success in telephone lead generation and qualification ideally in a B2B environment.

Your **communication skills** both written and oral will be excellent and in order to be able to negotiated with gatekeepers and approach senior level decision makers (Heads of, Department Directors, Board level Directors). You are a **natural relationship builder**.

ROLE AND RESPONSIBILITIES

The role has no geographical boundaries and there are no restrictions to your sales and account development potential. The main responsibilities are as follows:

- Outbound telemarketing to generate and identify sales leads across all our areas of business from online reward programs to events
- Respond to incoming sales enquiries
- Book and confirm meetings with sales prospects (either face to face or via online meeting facilities) for field based sales team
- Meet assigned call and lead generation quotas
- Track all prospect and lead information in CRM

SKILLS AND ATTRIBUTES

- 18+ months of prior experience in a similar prospecting role in a B2B environment
- Excellent written/verbal communication skills
- Ability to understand challenges faced by target audience and how CR solutions can help them solve these in order to qualify prospects
- Motivation, drive and self-starting attitude and accountable for metrics and results

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- Stability under pressure – reacts well to change and stays positive despite setbacks
- Natural relationship building skills
- CRM experience

WHO ARE WE?

CR Worldwide is a market leader in reward, recognition, channel & sales incentive and event programmes. Our innovative platforms and events engage people, change behaviour and drive performance. We help companies grow by rewarding best behaviours from the people most valuable to their business - employees, customers, partners.

To find out more about us visit www.crworldwide.com or any of our social feeds



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WHAT IS IT LIKE HERE?

CR is a relatively young company, founded in 2002, and since then we have become a market leader in our industry and have been growing fast through high quality client service and project delivery.

We are based in modern offices in Stratford upon Avon. The vibe of the office is young, fun, dynamic, dressed down and creative, yet professional and focused.

[Click here to apply](#)

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